

**MINUTES OF THE RHODE ISLAND
REAL ESTATE COMMISSION**

DATE: March 12, 2015

TIME: 9:15 A.M.

LOCATION: Department of Business Regulation

Real Estate Section

John O. Pastore Center

1511 Pontiac Ave. Bldg. 69-1

Cranston, RI 02920-0942

Members Present:

Chairperson Brenda Marchwicki, Gregory M. Dantas, Ronald Baccala, Jr., Deborah Cordeiro, Lisa Pinsonneault and William J. DeLuca, Real Estate Administrator, DBR.

Non Members Present:

Lisa J. Crenca, Real Estate, DBR and Norma Mousseau of RIAR.

Chairperson Brenda Marchwicki called the meeting to order at 9:20 AM.

1. Discussion and approval of previous month's minutes.

Chairperson Brenda Marchwicki asks for a review of the minutes from the previous meeting for January and the lack of a quorum meeting from February. Deborah Cordeiro made a motion to accept the minutes from the December meeting and seconded by Ronald Baccala. Motion passed.

2. The following continuing education courses were reviewed submitted for February and March:

Deborah Cordeiro presented the recommendations to the Board.

(Please note: the * symbol divides February with *March courses.)

CAREER WEBSCHOOL:

Online renewals:

- 4608 Green Home Construction**

6 CEU

- 4611 Green Home Features**

3 CEU

Lisa Pinsonneault made a motion to approve the above course. Seconded by Ronald Baccala. Motion passed.

COLDWELL BANKER RESIDENTIAL BROKERAGE:

Renewal, in classroom:

- **C31 Buyer's Interview***

3 Core

Ronald Baccala made a motion to approve the above course.

Seconded by Lisa Pinsonneault. Motion passed.

GREATER PROVIDENCE BOARD OF REALTORS:

New, in classroom:

- **LL4 Doing Business Across State Lines**

2 CEU

- **LL6 Pathways to Professionalism**

2 Core

- **LL5 Safety and Real Estate**

2 CEU

- **LL2 The Paperless Transaction**

2 CEU

- **LL3 Understanding The Appraisal Process**

2 Core

- **LL1 Understanding Financing for The First Time Home Buyer**

2 Core

- **LL7 Understanding the Purchase and Sales Agreement**

2 Core

**Gregory Dantas made a motion to approve the above course.
Seconded by Ronald Baccala. Motion passed.**

HUNTER ACADEMY OF REAL ESTATE:

New courses, in classroom:

- **American Architecture (Home Styles)**

3 CEU

- **Conducting Open Houses and Showings for Success and Safety**

3 CEU

- **Environmental Hazards and Testing: Radon and Lead**

3 CEU

- **Landlord-Tenant Law**

3 Core

- **Real Estate Settlement Procedures Act**

3 Core

- **Law of Contracts***

3 Core

**Lisa Pinsonneault made a motion to approve the above course.
Seconded by Ronald Baccala. Motion passed.**

INTERNACHI:

New courses, online:

- **Home Energy Score for Real Estate Professionals**

2 CEU

- **Saving Home Energy for Real Estate Professionals**

2 CEU

**Deborah Cordeiro made a motion to approve the above course.
Seconded by Gregory Dantas. Motion passed.**

INVESTMENT PROPERTY EXCHANGE SERVICES, INC.:

Renewal, in classroom:

- **1031 Tax Deferred Exchanges***

3 CEU

**William DeLuca made a motion to approve the above course.
Seconded by Ronald Baccala. Motion passed.**

MCKISSOCK, LP:

New course, online:

- **Short Sales and Foreclosures**

3 CEU

Renewal-resubmitting for core approval:

- **5430 A New Look At Contract Law***

3 CEU

Deborah Cordeiro reported that the above course was requested for Core but she found in not meeting the standard of course relevance for core and recommend for CEU. William DeLuca made a motion to approve the above course. Seconded by Gregory Dantas. Motion passed.

NATIONAL BUSINESS INSTITUTE (NBI):

Providence Seminar:

- **Title Law From Start to Finish**

6 Core

Deborah Cordeiro made a motion to approve the above course. Seconded by Gregory Dantas. Motion passed.

THE CE SHOP:

New courses, online:

- **E053 Accredited Buyer's Representative Designation Course**

12 CEU

- **E048 Expanding Housing Opportunities**

3 CEU

- **E049 Home Sweet (Second) Home: Vacation, Investment, Luxury Properties 6 CEU**

- **E050 New-Home Construction and Buyer Representation:**

~Professionals, Product, Process

6 CEU

- **E051 Seller Representative Specialist (SRS) Designation Course**
12 CEU
- **E047 Short Sales and Foreclosures: What RE Professions Need to Know**
6 CEU
- **E052 Residential Property Management Essentials***
3 CEU

Deborah Cordeiro made a motion to approve the above course. Seconded by Ronald Baccala. Motion passed.

THE RHODE ISLAND ASSOCIATION OF REALTORS:

New Course, in classroom:

- **436 Intermediate Tax Deferred Exchanges**
3 CEU
- **437 The Power Negotiator's Playbook***
6 CEU

Deborah Cordeiro recommended the above course be approved for 6 CEU hours not 7 as the course content did not justify the additional hour.

Renewal, in classroom:

- **417 Your Client, Excel and CMA's**
3 CEU

- **303 Effective Negotiating***
6 CEU
- **368 Green Building Fundamentals***
3 Core
- **372 How to Avoid a Renovation Horror***
3 CEU
- **300 Mortgage Seminar***
3 Core
- **302 Seller Representative Specialist***
12 CEU
- **370 Short Sales***
3 CEU
- **418 Understanding Today's Appraisal Process***
3 CEU

**Gregory Dantas made a motion to approve the above course.
Seconded by Ronald Baccala. Motion passed.**

New School Applicant:

**Liberty Title & Escrow, Co.
275 W. Natick Rd., Suite 1000
Warwick, RI 02886**

**Deborah Cordeiro made a motion to approve the above school
Seconded by Ronald Baccala. Motion passed.**

LIBERTY TITLE & ESCROW CO.:

New Course in classroom:

- **100 CFPB and Real Estate Agents***

1 CEU

**Deborah Cordeiro made a motion to approve the above course.
Seconded by Gregory Dantas. Motion passed.**

INSTRUCTORS:

- **Danielle Thompson: RES.0034396 (Greater Providence Board of Realtors)**
- **David J Tracy, Esq.: (Sterling Education Services, Inc.)**
- **James J San Giovanni: RES.0035232 (Greater Providence Board of Realtors)**
- **Laura D Ash: Mortgage Originator (Greater Providence Board of Realtors)**
- **Marie-Anne Dias: Certified Exchange Specialist (The RI Association of Realtors)**
- **Marlene B Marshall, Esq.: (National Business Institute, Inc.)**
- **Matthew D Bates: Loan Officer (Greater Providence Board of Realtors)**
- **Philip J Laffey, Esq.: (National Business Institute, Inc.)**

- **Sean D Elliot, Esq.:** (Greater Providence Board of Realtors)
- **Timothy G Halligan:** Certified Exchange Specialist (The RI Association of Realtors)
- **Nicholas F. Iarocci, Esq.** (Liberty Title & Escrow Co./New School Application)*

Deborah Cordeiro made a motion to approve the above course. Seconded by Ronald Baccala Motion passed.

3. Old Business: Discussion on modifying the salespersons/broker licensing requirements and updating the Statutes was tabled until next month when Legal Counsel, Ellen Balasco, will be able to be in attendance. Motion made by Willliam DeLuca. Seconded by Chairperson Brenda Marchwicki. Motion passed.

4. New Business: Chairperson Marchwicki reported to the Board on initiatives being discussed by the National Association of Realtors (NAR) and made a motion for full discussion next month by the Board, Seconded by Gregory Dantas. Motion passed.

Chairperson Marchwicki also presented the Board with the top five areas of inquiry of RIAR's legal counsel, Monica Staaf. 2053 telephones were received by Ms. Staaf and the areas of concerns were: 1-Commissions/Procuring Cause, 2- License Law, 3 – MLS Rules & Regulations, 4- Inspections and 5 – Rentals.

5. Opportunity for Public Comment: Norma Mousseau reported that the educational community was concerned with improving the educational levels and standards. General discussion ensued.

Next scheduled Commission Board meeting will be held on April 9, 2015 at 9:15 AM.

Motion to adjourn made by Lisa Pinsonneault and seconded by Gregory Dantas. Motion passed.

Meeting adjourned at 9:55 AM.

Respectfully submitted,

William J. DeLuca

Real Estate Administrator